

Message Text

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43

ACTION EB-07

INFO OCT-01 EUR-12 NEA-06 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-05 NSAE-00 RSC-01 FAA-00 XMB-02

TRSE-00 L-02 /038 W

----- 060313

R 201546Z NOV 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 1478

INFO AMEMBASSY ABU DHABI

AMEMBASSY DAMASCUS

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY KUWAIT

AMCONSUL KARCHI

FAA BRUSSELS

C O N F I D E N T I A L BEIRUT 14017

DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

KUWAIT PASS DOHA

E.O. 11652: GDS

TAGS: EAIR, TC

SUBJECT: CIVAIR - GULF REEQUIPMENT; UAE AIRLINE

REF: BEIRUT 13858; ABU DHABI 1313

1. GULF AIR BOARD (ACCORDING HIGHLY RELIABLE BEIRUT-BASED SOURCE), WHICH CONVENED MUSCAT NOVEMBER 17 AND 18, AUTHORIZED AIRLINE'S MANAGING DIRECTOR (ALLAN BODGER) TO SIGN DEFINITIVE SALES CONTRACT WITH LOCKHEED-CALIFORNIA COVERING TWO L-1011-100 TRISTARS FOR DELIVERY JANUARY AND MARCH 1975, PLUS SECOND-BUYS (OPTIONS) FOR TWO ADDITIONAL L-1011-100'S FOR DELIVERY JUNE AND JULY 1976 AND FOUR ADDITIONAL SECOND-BUYS FOR DELIVERY BEYOND 1978.

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2. FINANCING FOR FIRST AND SECOND AIRCRAFT WILL BE COVERED BY SHEIKH KHALIFA (RULER OF QATAR) AND FINANCING FOR THIRD AND FOURTH AIRCRAFT BY SHEIKH SAID (RULER OF ABU DHABI). RCAA BELIEVES GULF AIR WILL CONVERT THE SECOND-BUY OPTIONS ON THE THIRD AND FOURTH AIRCRAFT TO FIRM ORDERS WITHIN NEXT THIRTY DAYS AND NOT LATER THAN JANUARY 31, 1975. RATIONALE FOR THIRD AND FOURTH AIRCRAFT NOW APPERAING AS SECOND-BUYS RATHER THAN FIRM ORDER IS TO PROVIDE TIME FOR ABU DHABI TO TRANSFER NECESSARY FUNDING TO GULF AIR.

3. LOCKHEED-CALIFORNIA TEAM NOW IN DOHA AND MANAMA TO FINALIZE SALES CONTRACT WITH GULF AIR. IN PASSING, LOCKHEED SOURCES STATE SHEIKH ZAID HAS ASSURED SHEIKH KHALIFA UAE AIRLINE IS NO-GO AND THAT ABU DHABI PERMANENT PARTICIPANT GULF AIR.
GODLEY

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NNN

Message Attributes

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